

RJ REYNOLDS

TOBACCO COMPANY

COPY

S. R. MacLEOD
Region Operations Mgr

150 Lawrence Bell Drive
Suite #108

Williamsville, NY 14221
(716) 634-9232
Fax (716) 634-3145

February 26, 1997

RJR Account #509977
Mr. F. Stewart
H. FOURTUNIS DBA A-W

APRIL DORAL B2GF LIGHTER / PROMOTION #700050

Dear Fred:

Regular *DORAL* product has been ordered (see quantities listed below), as well as **184** SKUs of Doral Lighters (Item #521573) to pack and ship the above promotion to your participating retail accounts. ***Product and Displays will be shipped in two shipments*** All additional pertinent promotional information is listed below:

<u>UPC #</u>	<u>DORAL STYLE</u>	<u>#/ (12M)</u> <u>Cases</u>
12300-16612	FF King	3
12300-15312	FF 100	3
12300-15112	Light King	3
12300-15212	Light 100	3

***(3 Cases FF Kg / FF 100 and 92 SKUs Displays will arrive 3/24;
3 Cases Lt Kg / Lt 100 and 92 SKUs Displays will arrive 3/31)***

Product / Premium Arrival:

March 24 and 31, 1997

Ship Date to Retail:

Week of: March 31 and April 7, 1997

Lighters: (Item #521573)

SKU CUBE:

1.1490

SKU WT (w/o Product):

4.1900 lbs

Retail Sales Offer per Sku:

20 units

Billing per Sku:

4 Savings Cartons

EFT \$ Amount:

\$6,312.14

(\$3,156.07 3/24 and \$3,156.07 3/31)

51862 4062

-2-

B2GPF

H. FOURTUNIS DBA A-W

Promotion Description: Utilize self-contained shipper. Shipper contains 20 B2GF Doral Lighter sleeves. Two packs of the same brand should be loaded into each sleeve; four cartons per Display. *One (1) Carton each: Doral FF Kg / FF 100 / Lt Kg / Lt 100/ Lt Box.* Consumer purchases two (2) packs of Doral a free Doral Lighter.

SHIP NUMBER OF DISPLAYS AS INDICATED ON THE ATTACHED RETAIL CUSTOMER LIST.

SEE ENCLOSED 'WHOLESALE PACKING INSTRUCTIONS'

Attached is a list of accounts authorized to receive packed displays. RJR will reimburse you \$28.00 per live 12M case for all displays packed and shipped to retail on a timely basis. This equates to \$343.00 (12.25 (12M) case(s) @ \$28.00). Payment will be made as soon as possible once verification is received that all displays have been shipped to retail.

As always, thanks for your assistance in the marketing of our products.

Sincerely,

Judy

J. Campbell

Promotional Coordinator / 1610

/jc

cc: J. McLean

Note to RJR Manager:

Upon verification of shipment to retail, notify Judy (#1610) for payment distribution to account.

V-APRDOR.DOC

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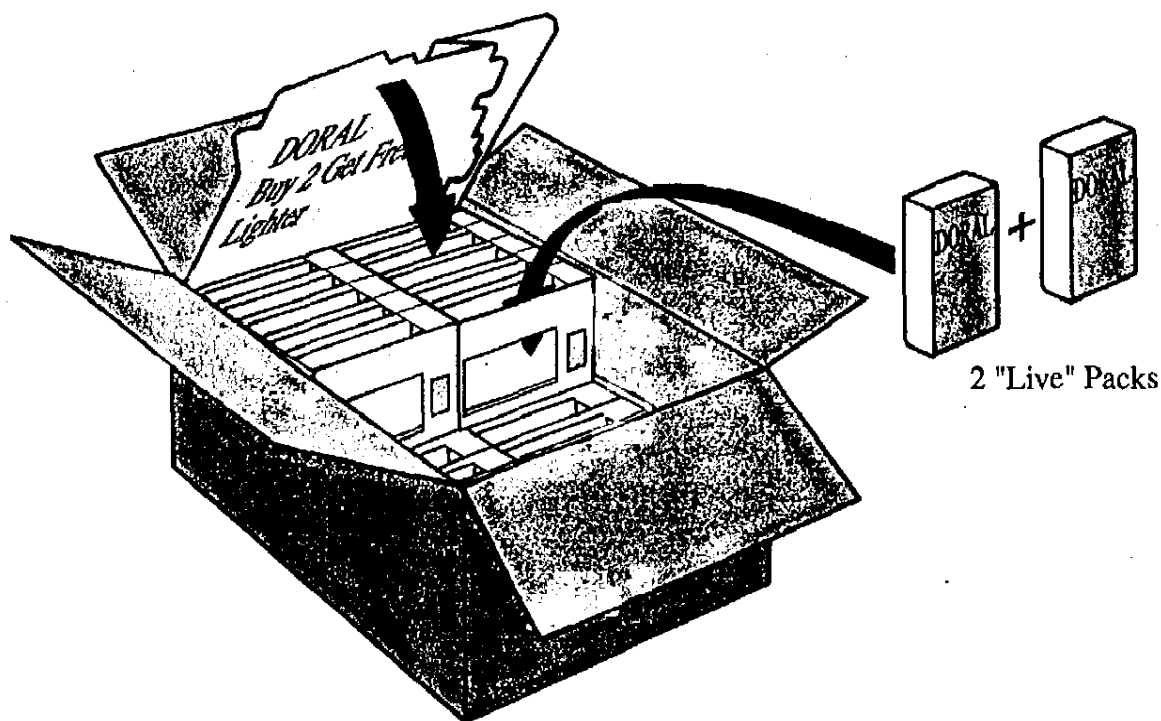
WHOLESALE PACKING INSTRUCTIONS

VALUE ADDED PROMOTIONS - 2ND QTR. '97

April DORAL B2GF Lighter

STEPS

1. Open DORAL B2GF Lighter shipping case.
2. Add 2 "live" DORAL packs of same brand style to each sleeve.
3. Fold display header card down.
4. Close and tape case.
5. Ship to retailer.



Item: # 521573

Description: DORAL B2GF Lighter April Display/POS Kit

Brand Style						
Number of Cartons						

51862 4064

WHOLESALE : 203290 HARRY FORTUNIS, INC. <DIRECT>
 TEMPLATE : 700050 70400 DORAL APR LTR
 TEMPLATE SEQ : 0004
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162308		550151	ALL IN ONE FOOD	201 WOLCOTT AVE	BEACON	NY	12508	1				(914)831-1169
162307		559770	MO'S CONVENIENCE	779 BROADWAY	NEWBURGH	NY	12550	1				(914)561-1257
162307	162327	666444	IRELAND CORNERS	551 STATE ROUTE 2	NEW PALTZ	NY	12561	1				(914)255-8883
162307		667003	JAY DEE'S DELI	WALLKILL AVENUE	WALLKILL	NY	12589	1				(914)895-3100
162307	162327	680714	BAHJAN COASTAL MRT	515 BROADWAY	NEWBURGH	NY	12550	2				(914)565-4295
162307		769779	HEMA WAY INC.	DBA T & M DELI	SALISBURY MILL	NY	12577	1				(914)496-8160
162210	162233	705602	KELLY'S DELI	210 N MAIN ST	LIBERTY	NY	12754	1				(914)292-1182
162210		722998	SPECIAL MKT	2 GLEN WILD RD	ROCK HILL	NY	12775	1				(914)791-7839
162210	162227	130376	OTTISVILLE CONV ST	ROUTE 211	OTTISVILLE	NY	10963	1				(914)386-1462
162210		550143	PARKSVILLE EXXON MR	ROUTE 17	PARKSVILLE	NY	12768	1				(914)292-7657
162210		641280	GNP PETROLEUM INC	RT 211	MIDDLETOWN	NY	10940	1				(914)342-4700
162210	162227	178902	PERINO'S DELI.	ROUTE 6	SLATE HILL	NY	10973	1				(914)355-8686
162210	162227	179180	LAKES OF CIRCLEVILL	ROUTE 302	CIRCLEVILLE	NY	10919	1				(914)361-2871
162210	162227	650720	GOLDEN EMBERS TOBAC	23 NORTH ST	MIDDLETOWN	NY	10940	1				(914)343-3373
162308	162328	130383	K & D DELI, INC.	264 NORTH RD	POUGHKEEPSIE	NY	12601	1		203290		(914)471-1607
162308	162328	178627	SOUTHGATE DELI. AND	658 SOUTH RD	POUGHKEEPSIE	NY	12601	2				(914)462-1911
162308	162328	667776	SUNOCO RT. 22	RTE 22	DOVER PLAINS	NY	12522	1				(914)877-3749
162307		578991	LAHEY'S MIDWAY	264 QUASSAICK AVE	NEW WINDSOR	NY	12553	1				(914)561-8533
162210		704978	HARRY FORTUNIS	261 NORTH ST	MIDDLETOWN	NY	10940	8				(914)342-2650
162307		542363	HILTON GIBSON MILLE	208 MACARTHUR AVE	NEW WINDSOR	NY	12553	3				(914)562-0353
162308		511360	FOUR STAR WHOLESALE	67 COTTAGE ST	POUGHKEEPSIE	NY	12601	7				(914)473-1793
162309		365630	DAVIG CORP. D/B/A	EASY STOP	BREWSTER	NY	10509	1				(914)279-6333
162309		787150	NORTH BREWSTER DELI	4 ROUTE 312	BREWSTER	NY	10509	1				(914)278-9620
162309		068522	GARRISON MART	PO BOX 48	GARRISON	NY	10524	1				(914)424-3837
162309	162329	460627	STORMVILLE CITGO	ROUTE 216	STORMVILLE	NY	12582	1				(914)227-6917
162307	162327	567459	H.N. OF NEWBURGH, IN	352 BROADWAY	NEWBURGH	NY	12550	1				(914)562-6683
162308		685215	STACEY'S DELI	515 NOXON RD	LAGRANGEVILLE	NY	12540	1				(914)227-3354
162308		975119	THE BRAIR GROUP INC	DBA DELI LAND	FISHKILL PLAIN	NY	12590	1				(914)221-2976
162309	162330	728412	SHIVAM VARIETY INC.	307 MAIN ST	HIGHLAND FALLS	NY	10928	1				(914)446-2510
162210		130446	KOUNTRY KORNER	RR 1 BOX 196	CALLICOON	NY	12723	1				(914)887-4350
162210	162327	178872	VALLEY PHARMACY	ROUTE 52 BOX 725	PINE BUSH	NY	12566	2				(914)744-3111
162307	162327	178944	PETE'S MARKET	271 WASHINGTON ST	NEWBURGH	NY	12550	1				(914)562-5521
162308	162329	179337	NEUSTAT PHARMACY	150 MAIN ST	FISHKILL	NY	12524	1				(914)896-6220
162307	162327	619745	SAMUELS DISCOUNT CT	1019 RT. 17K UNIT	MONTGOMERY	NY	12549	2				(914)457-5891
162308		696040	SUNOCO S/S	FAMILY QUICK STOP	HOPEWELL JCT	NY	12533	1				(914)227-9221
162307		698921	LAKESIDE CONV DELI	RT 52 & LAKESIDE	NEWBURGH	NY	12550	1				(914)566-0622
162307	162327	769211	MIDDLEHOPE DELI INC	626 ROUTE 9W	MIDDLE HOPE	NY	12550	1				(914)561-3155
162308		729825	CLINTON CORNERS	DAVID L BEAN	CLINTON CORNER	NY	12514	1		920629		(914)266-3655
162308		767054	GENE'S SERVICE CNTR	110 FREEDOM PLAIN	POUGHKEEPSIE	NY	12603	1				(914)485-6699
162309	162328	242620	FAIRFIELD FOOD AND	FUEL CORP.	BREWSTER	NY	10509	1				(914)279-4419
162308		571205	PETE'S HOMETOWN GRO	349 MAIN ST	COLD SPRING	NY	10516	1				(914)265-4172
162309	162330	436555	D A K S TECH., INC.	4 SMITH CLOVE RD	CENTRAL VALLEY	NY	10917	1				(914)928-9614

WHOLESALE : 203290 HARRY FORTUNIS, INC. <DIRECT>
 TEMPLATE : 700050 70400 DORAL APR LTR
 TEMPLATE SEQ : 0004
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162306	162327	900015	RONDOUT VALLEY GROC	PO BOX 416 ROUTE	ACCORD	NY	12404	1				(914) 626-4661
162210	162227	580170	WOODRIDGE SUPERMKT	MAIN STREET	WOODRIDGE	NY	12789	1				(914) 434-7788
162210	162227	966204	ROBERT L WILSON	650 ROUTE 211 E	MIDDLETOWN	NY	10940	1				(914) 692-3022
162210	162233	178194	CORNER STORE	37 S MAIN ST	LIBERTY	NY	12754	1				(914) 292-9087
162210	162227	178898	CINOTTIS MARKET	11 MINE HILL RD	OTISVILLE	NY	10963	1				(914) 386-2291
162210		485720	WALKER VALLEY GROC	ROUTE 52 BOX 315	WALKER VALLEY	NY	12588	1				(914) 744-3051
162210	162227	688667	FAIR OAKS GENERAL S	RR 8 BOX 279	MIDDLETOWN	NY	10940	1				(914) 361-4630
162210		705901	BORDERLINE DELI	1226 BURLINGHAM R	PINE BUSH	NY	12566	1				(914) 744-5779
162305	162326	704361	RT. 32 FOOD MART	1000 FLATHUSH RD	KINGSTON	NY	12401	1				(914) 336-2793
162306		178453	JAMES' GENERAL STOR	PO BOX 346	NAPANOCH	NY	12458	1				(914) 647-5973
162307	162327	178861	DAIRY MART 6696	152 NORTH ST	NEWBURGH	NY	12550	1		0205-1100		(914) 561-7640
162307	162327	209935	ARDONIA GENERAL ST	RT 44-55	CLINTONDALE	NY	12515	1				(914) 883-6655
162307	162327	594992	BRIDGE CIRCLE DELI	77 MILTON AVE	HIGHLAND	NY	12528	1				(914) 691-2221
162307	162327	596448	SIDDIQUE PETROLEUM	185 MAIN ST	NEW PALTZ	NY	12561	2			913178	(914) 255-0322
162307		672417	MARKONIC'S DELI MKT	1191 RT. 9W #28	MARLBORO	NY	12542	1				(914) 236-3226
162307		336213	LATIN GROCERY	193 BROADWAY	NEWBURGH	NY	12550	1				(914) 565-9664
162308	162329	179411	HUGHSON FOODMART IN	DAIRY MART # 6614	HUGHSONVILLE	NY	12537	1		0205-1100		(914) 297-9987
162308	162328	307545	9G CITGO	403 VIOLET AVE	POUGHKEEPSIE	NY	12601	3				(914) 454-6924
162308	162328	411813	SALT POINT GETTY	BOX 179 RD 1 RT 4	SALT POINT	NY	12578	2				(914) 677-9852
162308		463524	P & Z ENTERPRISES	81 FALLKILL AVE	POUGHKEEPSIE	NY	12601	1				(914) 454-6281
162308	162328	619772	GETTY SERVICE STATI	355 MILL ST	POUGHKEEPSIE	NY	12601	5				(914) 473-1442
162308	162328	667150	RED OAKS DELI MART	17 VASSAR RD	POUGHKEEPSIE	NY	12603	1				(914) 462-4123
162308	162328	669437	S&D FOOD STORE INC	250 HOOKER AVE	POUGHKEEPSIE	NY	12603	1				(914) 471-7344
162308	162328	682626	AL ROYAL PETRO INC	RTE 9G 646 VIOLET	HYDE PARK	NY	12538	2				(914) 229-1252
162308		843136	FAMILY QUICK STOP	10 WEST MAIN STRE	PAWLING	NY	12564	1				(914) 855-9220
162308		739403	OLD CORN CRIB	200 SALT POINT TP	POUGHKEEPSIE	NY	12603	1				(914) 471-2797
162307	162327	178975	PARICELLAS MARKET	140 WALSH AVE	NEW WINDSOR	NY	12553	2				(914) 561-5450
162309	162330	179143	JAYS DELI	497 ROUTE 32	HIGHLAND MILLS	NY	10930	1				(914) 928-2803
162307		617948	C G DELI MANAGEMENT	270 HUDSON ST	CORNWALL HDSN	NY	12520	1				(914) 534-2450
162308	162328	178702	EAST PARK PHARMACY	ROUTE 9G	HYDE PARK	NY	12538	2				(914) 229-2195
162308	162329	669448	DAIRY MART #6612F	MYERS CORNERS RD	WAPPINGERS FLS	NY	12590	1				(914) 297-9990
162308		705677	BILLINGS DELI & PIZ	BILLINGS PLAZA RT	BILLINGS	NY	12510	1				(914) 223-3354
162308		716020	VILLAGE DELI	RT. 22	WINGDALE	NY	12594	1				(914) 832-3305
162308		730141	FOUR STAR	67 COTTAGE ST	POUGHKEEPSIE	NY	12601	1				(914) 473-1793
162308		769561	TONY'S DELI	ROUTE 22	PAWLING	NY	12564	1				(914) 855-9540
162308	162328	958292	CAROL'S GIFT	RT 22 GRAND UN PL	DOVER PLAINS	NY	12522	2				(914) 877-6177
162306		651695	209 MARKET	RT. 209	KERHONKSON	NY	12446	1				(914) 626-0058
162308	162329	068529	BARB'S DELICATESSEN	SPRING STREET	BEACON	NY	12508	1				(914) 831-0092
162307	162327	178801	BIK HOUSEWARES, INC	DBA BI-RITE	VAILS GATE	NY	12584	2				(914) 561-5310
162307		179174	QUICK DELI	251 STATE ROUTE 1	NEWBURGH	NY	12550	1				(914) 564-0660
162307		179178	MIKES DELI	135 UNION ST	MONTGOMERY	NY	12549	1				(914) 457-5411
162307		286486	MAGYAR'S SERVICE CT	704 ROUTE 9W	MIDDLE HOPE	NY	12550	1				(914) 561-3177
162308	162328	178726	AMENIA VARIETY	ROUTE 22 & 44	AMENIA	NY	12501	1				(914) 373-8300

WHOLESALE : 203290 HARRY FOURTUNIS, INC. <DIRECT>
 TEMPLATE : 700050 70400 DORAL APR LTR
 TEMPLATE SEQ : 0004
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
122204	122220	340514	TANGLEWOOD STATR'Y	2264 CENTRAL PARK	YONKERS	NY	10710	1				(914)793-5061
122206	122224	061364	S & J VENTURES CORP	140 MIDLAND AVE	PORT CHESTER	NY	10573	1				(914)937-8704
162307		047278	DOLAN'S MARKET	37 WALLKILL AVENU	WALLKILL	NY	12589	1				(914)895-2201
162307	162327	632155	BLUESTAR INT. ENT.	160 NORTH ST	NEWBURGH	NY	12550	1				(914)562-1111
162308	162328	440786	ABC GROCERY	22 DE LAVAL PL	POUGHKEEPSIE	NY	12601	2				(914)454-1141
162309	162328	179311	KOEBACKERS MARKET	90 N MAIN ST	BREWSTER	NY	10509	2				(914)279-3515
162307	162327	638321	ONTERIO ENTERPRISES	30 S PLANK RD	NEWBURGH	NY	12550	2				(914)565-1449
162309		179608	BREWSTER SUPERETTE	50 CARMEL AVE	BREWSTER	NY	10509	1				(914)279-3415
133005	133030	064266	PAUL&SOPHIE PREISER	380 KINGS HWY	WARWICK	NY	10990	1				(914)469-7310
133005	133030	087076	DELIKWICK	RT 208 & CLOVE RO	BLOOMING GROVE	NY	10914	1				(914)783-4455
133005	133030	130769	84 QUIK STOP	ROUTE 17M	NEW HAMPTON	NY	10958	1				(914)374-2208
133005	133030	179116	QUAKER CREEK	STORE, INC.	GOSHEN	NY	10924	1				(914)258-4570
133005	133030	696085	SHAUKAT CIGARETTE V	RRT BOX 13	GOSHEN	NY	10924	1				(914)294-3219
133005		735306	SUNOCO 7183	560 ROUTE 17M	MONROE	NY	10950	1				(914)783-0869
133005	133030	368196	JOHN CELLA D/B/A	A-PLUS #60031	WASHINGTONVILL	NY	10992	3 NYS		0362-0102	046706	(914)496-4867
162307	162327	340741	A-PLUS #60027	510 BROADWAY	NEWBURGH	NY	12550	1 NYS		0362-0102	046458	(914)561-5166
162307	162327	769218	A-PLUS #60026	78 STATE ROUTE 17	NEWBURGH	NY	12550	1 NYS		0362-0102		(914)564-2992
162307		331060	NORTH PLANK MOBIL	175 N PLANK RD	NEWBURGH	NY	12550	1 NYS				(914)561-2111
133005	133030	600426	A PLUS	590 BROOKSIDE AVE	CHESTER	NY	10918	1 NYS		0362-0102		(914)469-7552
162307	162327	179019	MIDDLEHOPE GEN STOR	640 ROUTE 9W	MIDDLE HOPE	NY	12550	1 NYS				(914)562-9764

PAGE BREAK TOTAL ACCOUNTS 105 TOTAL QUANTITY 142

TEMPLATE TOTAL ACCOUNTS 105 TOTAL QUANTITY 142

***** END OF REPORT FOR PROMOTION 700050 *****

WHOLESALE : 509977 HARRY FOURTUNIS, INC. <DIRECT>
 TEMPLATE : 700050 70400 DORAL APR LTR
 TEMPLATE SEQ : 0004
 SALES LEVEL : 16XXXX

TERR	RETAIL	ACCT	NAME	ADDRESS	CITY	ST	ZIP	QTY	TAX	CHAIN-ID	SUPPLIER	ACCT PHONE #
162309	162328	769481	PUTNAM LAKE MKT. INC	74 FAIRFIELD DRIV	PATTERSON	NY	12563	1				(914)279-5905
122206	122224	179404	PLEASANT BRIAR SVC	1168 PLEASANTVILL	BRIARCLIFF MNR	NY	10510	2				(914)762-8418
122206	122224	248288	AQUEDUCT RD., INC.	190 AQUEDUCT RD	WHITE PLAINS	NY	10606	1				(914)682-9404
162309	162329	179371	MINI MARKET	501 HIGHLAND AVE	PEEKSKILL	NY	10566	3				(914)737-2221
162309		952404	CHEZ MINI MARKET	590 SOUTH ST	PEEKSKILL	NY	10566	1				(914)737-9479
162309		179414	LAKE CARMEL GENERAL STORE, INC.		LAKE CARMEL	NY	10512	1				(914)225-2007
162309	162329	179478	ROYAL CARD & GIFT	7 BANK ST	PEEKSKILL	NY	10566	1				(914)737-2855
162309		179488	STEINMANS CORNER DE	GOMER STREET	YORKTOWN HGTS	NY	10598	1				(914)962-9217
162308	162329	130749	CHANNINGVILLE DELI	23 CHANNINGVILLE	WAPPINGERS FAL	NY	12590	2				(914)297-1232
162308	162329	562452	SIXTY SOUTH AVE. IN	DBA VILLAGE SERVI	WAPPINGERS FLS	NY	12590	1				(914)297-1414
162308	162329	619775	WAPPINGERS GETTY IN	1250 ROUTE 9	WAPPINGERS FAL	NY	12590	2				(914)297-9522
162309		536210	DANZA STATONARY INC	828 WASHINGTON ST	PEEKSKILL	NY	10566	1				(914)737-3247
162309		787069	FUEL & WASH	91 GLENEIDA AVE	CARMEL	NY	10512	1				(914)225-9727
162309		179560	MAHOPAC PHARMACY	53 E LAKE BLVD	MAHOPAC	NY	10541	1				(914)628-5600
162309	162329	546043	PEEKSKILL STATIONER	987 MAIN ST	PEEKSKILL	NY	10566	5			6807	(914)736-0380
162309		716251	SOMERS MOBIL	291 ROUTE 100	SOMERS	NY	10589	1				(914)277-8539
162309	162329	827259	PUTNAM VALLEY MARKE	5 SUNSET HILL RD	PUTNAM VALLEY	NY	10579	1				(914)528-8626
162309	162329	179408	DA ROSE CORNER STOR	102 ALBANY POST R	BUCHANAN	NY	10511	2				(214)739-6991
162309	162329	179440	MONUMENT STATIONERY	314 HIGHLAND AVE	PEEKSKILL	NY	10566	5				(914)737-9802
162309		179612	VALLEY MARKET	OLD ROUTE 6	JEFFERSON VLY	NY	10535	1				(914)245-1676
162309		551889	HOPES DRUG STORE	47 MAIN ST	BREWSTER	NY	10509	1				(914)279-2033
162309		684940	MCMICHAEL'S DELI	1099 N DIVISION S	PEEKSKILL	NY	10566	1				(914)739-2238
162309	162328	551892	BREWSTER SUNOCO	30 N MAIN ST	BREWSTER	NY	10509	1				(914)278-7639
162309		670730	ROCK CUT DELI & GAS	735 ALBANY POST R	PEEKSKILL	NY	10566	1				(914)737-6013
162309		769316	MAIN STREET DELI	906 MAIN ST	PEEKSKILL	NY	10566	1				(914)739-2980
162309		448654	PEEKSKILL SUNOCO, IN	722 N DIVISION ST	PEEKSKILL	NY	10566	1				(914)737-2514
162309	162329	526965	D & E NEWS	JEFF. VALLEY MALL	YORKTOWN HTS	NY	10598	1				(914)737-3152
162309	162329	480979	BATSELYS & MARAZINO	800 HUDSON AVE	PEEKSKILL	NY	10566	1	NYS			(914)737-1300

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TEMPLATE TOTAL ACCOUNTS 28 TOTAL QUANTITY 42

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